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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 1, February 1984

SOUTHERN REGION (SCPA)

Alabama A & M University
Auburn University
Clemson University
Duke University
Duke University - Fuqua School of Business
Florida A & M University
Georgia Institute of Technology
University of Georgia
Jackson State University
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State University
University of Mississippi
North Carolina A & T State University
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Prairie View A & M University
South Carolina State College
University of South Florida
Tennessee State University
University of Tennessee - Knoxville
Tulane University
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Polytechnic Institute and State University
University of Virginia
University of Virginia - Colgate Darden Graduate School of Business
Wake Forest University
Wake Forest University - Babcock Graduate School of Management

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The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (January 7 through February 3) and cumulatively (September 1 through February 3). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	81	832	$1577	$1624	$1700	$1583	$1500	177	2402	$1551	$1618	$1700	$1583	$1313
Business—General (incl. Mgmt.)	31	264	1334	1495	1791	1333	800	89	1072	1428	1496	1835	1500	875
Marketing & Distribution	11	100	1427	1492	*	*	*	47	481	1464	1468	1800	1500	1167
HUMANITIES & SOCIAL SCIENCES														
Humanities	5	36	1028	1275	*	*	*	22	127	1214	1346	1750	1172	700
Economics[2]	1	13	1250	1508	*	*	*	12	67	1316	1410	*	*	*
Other Social Sciences	2	58	1158	1348	*	*	*	13	223	1215	1328	*	*	*
ENGINEERING														
Aeronautical	+	40	+	2218				2	116	2116	2136	*	*	*
Chemical	14	149	2261	2274	*	*	*	37	347	2258	2240	2425	2280	2066
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	13	149	1710	1844	*	*	*	29	357	1952	1887	2400	1800	1516
Electrical (incl. Computer Engrg.)	45	759	2071	2178	2330	2138	1500	148	2219	2112	2163	2392	2167	1500
Geological	+	3	+	1644				+	13	+	1953			
Industrial	+	94	+	2114				13	236	2125	2096	*	*	*
Mechanical	34	430	2157	2195	2435	2160	1794	86	1123	2138	2161	2425	2195	1794
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	+	24	+	2192				3	64	2076	2178	*	*	*
Mining	+	4	+	1842				+	19	+	1877			
Nuclear (incl. Engrg. Physics)	1	3	2210	2328	*	*	*	1	17	2210	2196	*	*	*
Petroleum	2	51	2618	2617	*	*	*	6	138	2311	2544	*	*	*
Engineering Technology	3	95	1875	2086	*	*	*	8	280	1815	2066	*	*	*
SCIENCES														
Agricultural Sciences	+	50	+	1337				1	105	2167	1408	*	*	*
Biological Sciences	1	8	1440	1414	*	*	*	2	25	1304	1437	*	*	*
Chemistry	+	15	+	1586				+	40	+	1708			
Computer Science	23	271	1863	2020	2133	1900	1650	60	753	1889	1994	2234	1917	1458
Health (Medical) Professions	3	75	1144	1784	*	*	*	46	140	1238	1581	1560	1200	938
Mathematics	2	20	1133	2014	*	*	*	13	61	1669	1910	*	*	*
Other Physical & Earth Sciences	+	19	+	1826				3	66	1461	1789	*	*	*
Totals	272	3562						818	10491					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	84	845	$1577	$1621	$1700	$1583	$1500	182	2400	$1556	$1616	$1700	$1583	$1333
Business Administration	20	133	1442	1466	1875	1742	650	50	502	1487	1488	1850	1525	1000
Communications	5	22	1006	1442	*	*	*	10	68	1309	1471	*	*	*
Community & Service Orgs. Work	1	16	834	1320	*	*	*	9	62	1034	1373	*	*	*
EDP-Programming/Systems	23	303	1839	2010	2133	1900	1650	56	846	1844	1987	2250	1917	1285
Engineering	111	1713	2082	2169	2425	2125	1750	313	4556	2114	2151	2400	2170	1716
Farm & Natural Resources Mgmt.	+	17	+	1276				+	32	+	1309			
Finance & Economics	2	26	742	1512	*	*	*	9	227	1040	1519	*	*	*
Health (Medical) Services	4	81	1087	1719	*	*	*	45	156	1239	1543	1560	1200	916
Manufacturing &/or Industrial Oprs.	4	46	1537	1938	*	*	*	19	242	1972	1997	*	*	*
Mathematics/Statistics	3	16	1239	1883	*	*	*	15	53	1716	1822	*	*	*
Merchandising/Sales Promotion	3	101	1264	1347	*	*	*	14	433	1274	1375	*	*	*
Personnel/Employee Relations	1	23	1200	1454	*	*	*	8	57	1342	1408	*	*	*
Research—Non-Scientific	+	24	+	1937				7	54	1817	1737	*	*	*
Research—Scientific	1	53	1428	1801	*	*	*	7	162	1750	1884	*	*	*
Rotational Training—Non-Technical	+	28	+	1243				14	159	1200	1355	*	*	*
Rotational Training—Technical	+	23	+	2046				4	77	1971	2052	*	*	*
Sales—Non-Technical Degree	10	77	1417	1496	*	*	*	54	363	1490	1472	1750	1550	1210
Sales—Technical/Scientific Degree	+	15	+	1820				2	42	1654	1774	*	*	*
Totals	272	3562						818	10491					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	46	$1767	$1967	*	*	*	4	273	$1821	$1932	*	*	*
MBA (Non-Technical Undergraduate)	9	59	2059	1986	*	*	*	18	307	1928	1998	*	*	*
MBA (Technical Undergraduate)	+	12	+	2411				5	47	2203	2212	*	*	*
MS Business (incl. Mgmt., Mktg., Finance, etc.)	1	40	1250	2028	*	*	*	4	74	1674	2028	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	8	+	2175				1	16	1500	2084	*	*	*
Administration (incl. Public, Hospital, etc.)	+	2	+	2150				2	12	1288	1768	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1542				1	12	1200	1360	*	*	*
Social Sciences	1	7	800	1818	*	*	*	2	30	1100	1624	*	*	*
ENGINEERING														
Chemical	3	21	2470	2545	*	*	*	4	45	2456	2468	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	15	+	2474				+	46	+	2264			
Electrical (incl. Computer Engrg.)	3	78	2398	2564	*	*	*	5	176	2322	2509	*	*	*
Industrial	+	12	+	2491				+	34	+	2466			
Mechanical	+	56	+	2503				+	113	+	2481			
Nuclear (incl. Engrg. Physics)	1	4	2502	2494	*	*	*	1	6	2502	2488	*	*	*
SCIENCES														
Chemistry	3	6	2370	1967	*	*	*	4	14	2257	2075	*	*	*
Computer Science	2	39	2261	2449	*	*	*	4	97	2121	2435	*	*	*
Geology & Related Geological Sciences	+	7	+	2289				1	17	2455	2296	*	*	*
Mathematics	+	3	+	2147				+	7	+	2054			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2504				2	17	2350	2461	*	*	*
Totals	25	421						58	1343					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 1/7/84 THROUGH 2/3/84							CUMULATIVE PERIOD 9/1/83 THROUGH 2/3/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	5	18	$1891	$2088	*	*	*	6	70	$1875	$2192	*	*	*
MBA - Tech Undergraduate	1	2	2041	2187	*	*	*	1	10	2041	2379	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	3	22	2500	2264	*	*	*	4	43	2375	2291	*	*	*
MBA - Tech Undergraduate	+	2	+	2375				5	10	2483	2380	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	4	23	2056	2619	*	*	*	5	54	1994	2499	*	*	*
MBA - Tech Undergraduate	1	3	1750	2667	*	*	*	1	3	1750	2667	*	*	*
Totals	14	70						22	190					
ENGINEERING														
Chemical	+	9	+	$3124				+	20	+	$3168			
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	1	+	3200				+	3	+	2936			
Electrical (incl. Computer Engrg.)	+	10	+	3377				1	29	$3400	3209	*	*	*
Mechanical	+	2	+	2396				+	6	+	3097			
SCIENCES														
Chemistry	+	8	+	2798				+	27	+	2828			
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	+	+	+				2	5	3166	3291	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	+	+	+				+	1	+	3467			
Physics	+	1	+	3333				+	10	+	2823			
Totals	+	31						3	101					

DOCTORAL DEGREE CANDIDATES

[1] Years of full-time, non-military employment
[2] Percentiles are computed on regional
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1566 1667 1458	69			1630	1						
BUSINESS - GENERAL	1542	7	1148	8	1195	5	1756	1	1038	1		
MARKETING/DISTRIBUTN					1253	3	1193	1				
HUMANITIES			683	1	834	1	1625	1				
ECONOMICS												
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1
BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL						
CHEMICAL				2066 1		
CIVIL -CNSTR/SAN/TRP						1713 4
ELECTRICAL -COMPTR				2173 21 2330 2033		
GEOLOGICAL						
INDUSTRIAL						
MECHANICAL				2168 10	2079 2	2000 1
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH				1875 3		

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES											1440	1
CHEMISTRY												
COMPUTER SCIENCE	1825	2					1885	10	1458	1		
HEALTH (MED) PROFSNS					1181	1						
MATHEMATICS			1666	1								
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1575	2							1600	2	1765	6
BUSINESS - GENERAL	1750	1			1483	3	1333	2				
MARKETING/DISTRIBUTN	1500	1	1300	1	1400	2						
HUMANITIES												
ECONOMICS									1250	1		
OTHR SOCIAL SCIENCES			1400	1								

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2269	8			2425	1	2350	1			2143	2
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2176	4	2238	2	2232	1						
GEOLOGICAL												
INDUSTRIAL												
MECHANICAL	2249	6	2200	2					2217	3	2369	4
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS											2618	2
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2025	2	2208	1							2042	2
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING				1114 1		
BUSINESS - GENERAL			1338 1			1200 2
MARKETING/DISTRIBUTN			1867 2	1417 1		
HUMANITIES						1000 2
ECONOMICS						
OTHR SOCIAL SCIENCES					916 1	

AVERAGE MONTHLY SALARY OFFERS — FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 1/7/84 THROUGH 2/3/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL					2383	1						
CIVIL -CNSTR/SAN/TRP					1862	2	1665	6	1666	1		
ELECTRICAL -COMPTR					2472	3	1765	14				
GEOLOGICAL												
INDUSTRIAL												
MECHANICAL	2100	1			2190	1	1794	4				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2210	1						
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER INTERIM PERIOD 1/7/84 THROUGH 2/3/84 PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE		1750 1		1699 4		
HEALTH (MED) PROFSNS						1125 2
MATHEMATICS						600 1
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES FEBRUARY 1984 SCPA REGIONAL INTERIM REPORT NUMBER 1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1722	3			3000	1						
MBA - TECHNICAL												

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL									2300	1		
MBA - TECHNICAL												

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 1/7/84 THROUGH 2/3/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2380	3							921	1		
MBA - TECHNICAL												